

Emotion and Motivation share the Latin root *movere* which means “to move”

Motivation

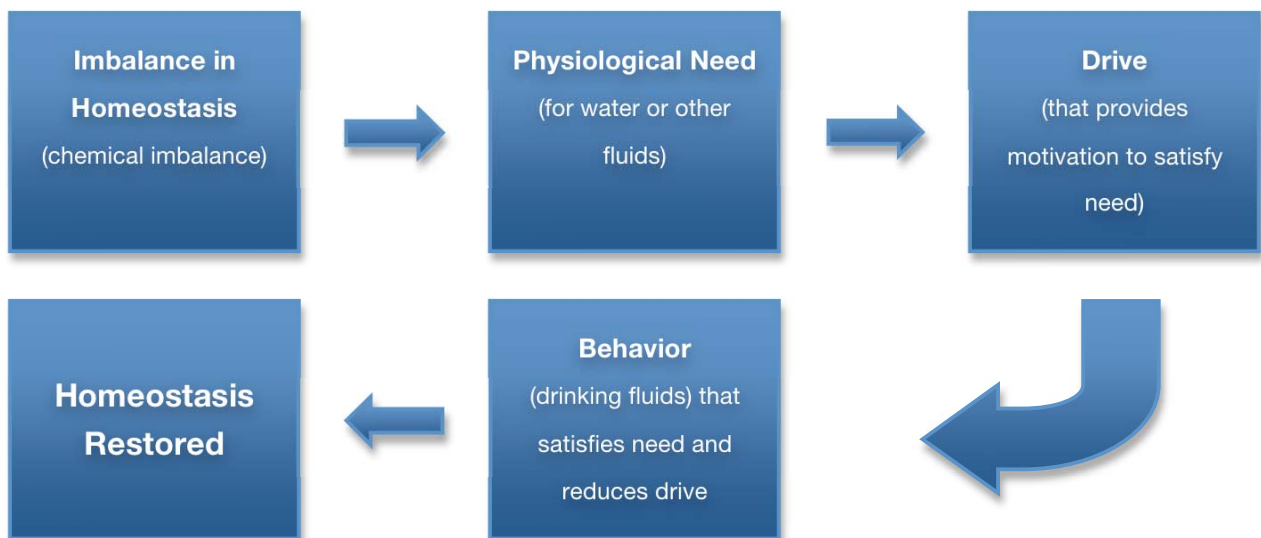
Motivated behavior is directed toward a goal

Basic primary motivated behaviors include:

- Eating (innate)
- Sex (innate)
- Striving for achievement (acquired)

3 Theories of Motivation:

1. Instinct Theory: genetic predisposition for some motivated behaviors
2. Drive Reduction Theory: imbalance in homeostasis creates need which produces drive that motivates the organism to satisfy the need



3. Incentive Theory of Motivation

- Intrinsic Motivation- behavior itself is rewarding
- Extrinsic Motivation- external rewards (i.e. work for money)

Yerkes-Dodson Law: Optimum arousal level (in order to perform at our best, we need to be in a “middle range of arousal (i.e. not a party & not a spa)

Maslow’s Hierarchy of Needs (**copy pyramid figure from book**)

- Basic needs such as hunger or safety must be met before we are motivated to seek out higher level needs (see pyramid diagram below)

